



Michael O. Leavitt
Governor
S. Camille Anthony
Executive Director
Douglas G. Richins
Division Director

State of Utah
Department of Administrative Services
Division of Purchasing and General Services

3150 State Office Building - Capitol Hill - Salt Lake City, Utah 84114
Phone: (801) 538-3026 - Fax: (801) 538-3882 - www.purchasing.utah.gov

August 21, 2003

WSCA Data Communications Contract Holders;

It has been brought to our attention there are some problems with the products and services that vendors have placed on your WSCA Contract Websites for Data Communications Equipment. To provide a fair playing field for all vendors we need you to each police your own site. We will give vendors until September 12, 2003 to have changes made to your websites. If we have to police the sites ourselves we will be forced to take strong actions against companies who have non-awarded products on their WSCA websites. These actions include canceling contracts that are in violation of the award intent.

Some things to think about:

➤ **The RFP was written for four (4) physically different networking devices**

Those device categories are:

- A) CSU/DSU's
- B) Wireless WAN/LAN devices (802.11 compliant)
- C) Ethernet Routers (Layer 3)
- D) Ethernet Switches (Layer 2)

NOTE: In general, devices that use an Ethernet type interface to connect to devices bid in the categories above are not appropriate for the product lists. Firewalls, VPN concentrators, and VoIP solutions are of particular interest. No evaluation and no awards were made for these separate devices

- **Awards were made for each of the above categories separately**
- **If you did not receive an award in a category, DON'T sell the product.**

Here is what we would like vendors to consider per device award.

CSU/DSU awards are for CSU/DSU devices

YES) If a CSU/DSU has integrated modular components that directly slide into the Chassis, then it is allowable to have those components on your product list.

Utah!
Where ideas connect



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Example: Different serial interface cards may be available depending on what you are connecting your CSU/DSU to (V.35, RS232. etc.).

NO) If the optional components are a standalone unit or the CSU/DSU plugs into This optional component, then it is not acceptable to have this device on your Product list, Example: Putting a Router on contract because of an external Interface connection to a CSU/DSU is not acceptable for the CSU/DSU award.

Other value added products that are associated with CSU/DSU's can be added and may include remote management and monitoring products, maintenance, managed vendor services of the product, etc.

➤ **Wireless LAN/WAN awards are for 802.11 compliant radio equipment**

YES) If an 802-11 radio has integrated modular components that directly slide into The chassis, then it is allowable to have those components on your product list.
Example: PCI cards and/or antenna type equipment.

NO) If the optional components are a standalone unit or the wireless radio plugs into this option component, then it is not acceptable to have this device on your product list. Example: Putting a separate Firewall or VPN concentrator box on contract to accomplish security or encryption across radios is not acceptable for a wireless LAN/WAN award. Wireless services from a commercial provider were not evaluated and are not acceptable.

These contracts were not intended to allow the sell of an entire manufacturer's line. We would appreciate you reviewing your price lists and website for compliance. Also, those that have third party resellers please advise them of the information, You Are responsible for their actions.

➤ **You are responsible to report the sales of your resellers to WSCA**

As I have received reports from some companies it has been noted that they do not sell direct only through resellers therefore they have no sales to report. You are responsible to collect that information from your reseller's and to report that in the quarterly reports on sales to the WSCA Board. Failure to do so could result in cancellation of your contract



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➤ **Discounts are firm and cannot be changed unless posted and offered to all**

When you submitted your discounts they were to be firm published discounts. As you are asked to supply written quotes from the users for specific jobs you may find due to the dollar volume of the project you can offer a deeper discount than your normal discounts. The potential for deeper discounts based on dollar volume and the discount amounts must be pre-published on your website so that it can be verified and so all contract users are aware of the potential deeper discounts. We have no way of verifying the offer except by checking your website. If you are offering a special reduced discount rate it must be for a minimum of 30 days and must be listed on your website so it is available to everyone. Failure to follow these rules could result in cancellation of your contract.

I appreciate your cooperation. If I can be of further assistance please feel free to contact me at 801-538-3150. If you have technical questions about what items to include you can contact David Lee at 801-527-9251.

Sincerely,

Debbie Gundersen C.P.M.
WSCA Contract Administrator